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POTASH & PHOSPHATE INSTITUTE
DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1987/88

NON-AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	894	-	-	0	37	931
AK	Alaska	0	-	-	0	0	0
AZ	Arizona	1,697	-	-	0	100	1,797
AR	Arkansas	93	-	-	14	911	1,018
CA	California	10,685	-	-	292	462	11,439
CO	Colorado	2,997	-	-	44	24	3,065
CT	Connecticut	68	-	-	0	0	68
DE	Delaware	2,973	-	-	0	247	3,220
FL	Florida	91	-	-	0	374	465
GA	Georgia	2,000	-	-	0	692	2,692
HI	Hawaii	0	-	-	0	16	16
ID	Idaho	0	-	-	0	47	47
IL	Illinois	207	-	-	53	0	260
IN	Indiana	0	-	-	0	234	234
IA	Iowa	888	-	-	0	91	979
KS	Kansas	3,721	-	-	246	153	4,120
KY	Kentucky	7	-	-	0	0	7
LA	Louisiana	345	-	-	2,081	41	2,467
ME	Maine	46	-	-	0	0	46
MD	Maryland	0	-	-	0	125	125
MA	Massachusetts	320	-	-	93	59	472
MI	Michigan	8	-	-	37	89	134
MN	Minnesota	41	-	-	14	0	55
MS	Mississippi	45,748	-	-	92	0	45,840
MO	Missouri	981	-	-	159	757	1,897
MT	Montana	0	-	-	0	0	0
NE	Nebraska	1,363	-	-	17	0	1,380
NV	Nevada	1	-	-	0	158	159
NH	New Hampshire	0	-	-	0	75	75
NJ	New Jersey	519	-	-	0	383	902
NM	New Mexico	20,259	-	-	178	472	20,909
NY	New York	2	-	-	0	272	274
NC	North Carolina	694	-	-	0	92	786
ND	North Dakota	0	-	-	0	0	0
OH	Ohio	104	-	-	28	56	188
OK	Oklahoma	4,747	-	-	430	610	5,787
OR	Oregon	457	-	-	0	0	457
PA	Pennsylvania	963	-	-	0	101	1,064
RI	Rhode Island	20	-	-	19	0	39
SC	South Carolina	43	-	-	0	0	43
SD	South Dakota	0	-	-	0	0	0
TN	Tennessee	232	-	-	30	0	262
TX	Texas	31,782	-	-	7,064	737	39,583
UT	Utah	8,276	-	-	0	48	8,324
VT	Vermont	0	-	-	0	0	0
VA	Virginia	0	-	-	0	0	0
WA	Washington	708	-	-	0	81	789
WV	West Virginia	0	-	-	0	0	0
WI	Wisconsin	241	-	-	0	10	251
WY	Wyoming	260	-	-	0	23	283
	TOTAL U.S.:	144,481	-	-	10,891	7,577	162,949
CANADA							
AB	Alberta	0	-	-	0	0	0
BC	Brit. Columbia	0	-	-	0	0	0
MB	Manitoba	0	-	-	0	0	0
NB	New Brunswick	0	-	-	0	0	0
NF	Newfoundland	0	-	-	0	0	0
NS	Nova Scotia	0	-	-	0	0	0
ON	Ontario	33	-	-	0	242	275
PE	Pr.Edward Isle	0	-	-	0	0	0
PQ	Quebec	0	-	-	0	0	0
SK	Saskatchewan	0	-	-	0	0	0
	TOTAL CAN:	33	-	-	0	242	275
EXPORT SALES:		11,706	-	-	110	156	11,972
TOTAL NON-AG		**156,220**	-	-	**11,001**	**7,975**	**175,196**
GRAND TOTAL		**431,098**	**159,296**	**665,191**	**53,028**	**268,007**	**1,576,620**

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1987/88

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	5,751	1,931	3,482	15	4,181	15,360
AK Alaska	0	0	0	0	0	0
AZ Arizona	639	0	979	612	149	2,379
AR Arkansas	236	621	38,581	4,936	251	44,625
CA California	31,591	18,890	12,347	109	11,154	74,091
CO Colorado	1,879	48	4,754	500	572	7,753
CT Connecticut	0	0	0	1	375	376
DE Delaware	0	0	0	0	312	312
FL Florida	806	301	965	0	38,494	40,566
GA Georgia	2,273	212	3,293	296	16,087	22,161
HI Hawaii	254	541	348	0	538	1,681
ID Idaho	1,936	9,186	5,518	0	46	16,686
IL Illinois	10,213	6,938	20,436	135	1,985	39,707
IN Indiana	4,253	366	4,080	0	1,821	10,520
IA Iowa	1,366	11,575	16,782	179	452	30,354
KS Kansas	2,329	10,423	30,520	3,363	1,085	47,720
KY Kentucky	21	731	2,147	0	2,961	5,860
LA Louisiana	3,081	4,776	19,470	5,407	180	32,914
ME Maine	0	0	0	7	296	303
MD Maryland	0	0	0	0	241	241
MA Massachusetts	0	0	0	96	356	452
MI Michigan	13	15	30	0	2,230	2,288
MN Minnesota	311	567	552	181	2,359	3,970
MS Mississippi	0	593	2,082	2,503	365	5,543
MO Missouri	20,905	20,351	108,423	8,163	993	158,835
MT Montana	149	0	30	0	6	185
NE Nebraska	2,760	961	9,441	389	5,090	18,641
NV Nevada	0	0	0	0	12	12
NH New Hampshire	0	0	0	0	34	34
NJ New Jersey	0	0	0	0	463	463
NM New Mexico	4,548	155	3,539	5	1,502	9,749
NY New York	0	0	0	0	1,645	1,645
NC North Carolina	2,794	0	376	0	5,657	8,827
ND North Dakota	0	0	0	0	5	5
OH Ohio	2,392	0	1,801	0	4,575	8,768
OK Oklahoma	3,179	2,300	16,833	440	597	23,349
OR Oregon	1,237	3,342	6,492	0	1,112	12,183
PA Pennsylvania	295	0	2,985	50	2,644	5,974
RI Rhode Island	0	0	0	0	212	212
SC South Carolina	0	(60)	0	77	5,603	5,620
SD South Dakota	0	78	123	0	12	213
TN Tennessee	2,157	79	1,881	120	435	4,672
TX Texas	30,967	42,159	78,897	10,579	8,949	171,551
UT Utah	2,047	329	1,081	0	2	3,459
VT Vermont	0	0	0	0	341	341
VA Virginia	0	0	82	0	3,370	3,452
WA Washington	29	428	641	0	1,445	2,543
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	67	0	16	0	2,670	2,753
WY Wyoming	158	51	740	0	184	1,133
TOTAL U.S.:	140,636	137,887	399,747	38,163	134,048	850,481
CANADA						
AB Alberta	0	0	0	0	11	11
BC Brit. Columbia	0	0	0	0	309	309
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	33	33
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	230	0	5,992	6,222
PE Pr.Edward Isle	0	0	0	0	1,565	1,565
PQ Quebec	0	0	57	0	7,771	7,828
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	287	0	15,681	15,968
EXPORT SALES:	134,242	21,409	265,157	3,864	110,303	534,975
TOTAL AG SALES	**274,878**	**159,296**	**665,191**	**42,027**	**260,032**	**1,401,424**

Non-agricultural domestic sales shown on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

FERTILIZER YEAR 1987/88

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	3,309	3,309
Australia	0	0	0	0	6,669	6,669
Bolivia	0	0	2,005	0	0	2,005
Brazil	35,256	8,361	166,612	0	557	210,786
Chile	6,821	673	0	0	13,146	20,640
China	0	0	0	0	20,632	20,632
Columbia	21,501	4,085	5,532	0	6,447	37,565
Costa Rica	7,983	0	9,157	0	3,851	20,991
Dom. Republic	0	0	23,000	55	667	23,722
Ecuador	11,474	0	4,959	0	812	17,245
El Salvador	661	0	0	0	971	1,632
French Guiana	0	0	330	0	0	330
Guatemala	0	0	470	0	121	591
Guyana	668	0	867	0	231	1,766
Honduras	4,184	0	1,017	0	1	5,202
Japan	11,977	6,477	1,728	3,809	27,711	51,702
Malaysia	0	0	0	0	2,425	2,425
Martinique	0	0	2,645	0	0	2,645
Mexico	17,788	0	137	0	3,046	20,971
New Zealand	23	0	0	0	160	183
Pakistan	0	0	0	0	8,267	8,267
Panama	0	0	2,410	0	160	2,570
Peru	15,576	0	0	0	5,520	21,096
Puerto Rico	330	1,813	0	0	341	2,484
Saudia Arabia	0	0	0	0	2,605	2,605
South Africa	0	0	0	0	533	533
Spain	0	0	0	0	727	727
Switzerland	0	0	17,024	0	0	17,024
Taiwan	0	0	0	0	121	121
Thailand	0	0	0	0	1,273	1,273
Venezuela	0	0	27,248	0	0	27,248
West Germany	0	0	16	0	0	16
TOTAL AG:	134,242	21,409	265,157	3,864	110,303	534,975
NON-AGRICULTURAL						
French Guiana	463	-	-	0	0	463
Japan	4,028	-	-	0	0	4,028
Korea	90	-	-	0	0	90
Mexico	3,336	-	-	110	156	3,602
Puerto Rico	3	-	-	0	0	3
Sweden	452	-	-	0	0	452
West Germany	3,334	-	-	0	0	3,334
TOTAL NON-AG:	11,706	-	-	110	156	11,972
TOTAL EXPORTS	**145,948**	**21,409**	**265,157**	**3,974**	**110,459**	**546,947**

POTASH & PHOSPHATE INSTITUTE
DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1987/88

NON-AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL	Alabama	88,210	-	-	19,983	108,193
AK	Alaska	0	-	-	63	63
AZ	Arizona	13	-	-	27	40
AR	Arkansas	13	-	-	0	13
CA	California	67	-	-	28	95
CO	Colorado	0	-	-	0	0
CT	Connecticut	39	-	-	0	39
DE	Delaware	26,297	-	-	13,333	39,630
FL	Florida	578	-	-	93	671
GA	Georgia	36	-	-	0	36
HI	Hawaii	1,242	-	-	0	1,242
ID	Idaho	0	-	-	0	0
IL	Illinois	770	-	-	1,058	1,828
IN	Indiana	57	-	-	507	564
IA	Iowa	300	-	-	74	374
KS	Kansas	0	-	-	0	0
KY	Kentucky	0	-	-	358	358
LA	Louisiana	0	-	-	473	473
ME	Maine	992	-	-	0	992
MD	Maryland	0	-	-	26	26
MA	Massachusetts	495	-	-	310	805
MI	Michigan	940	-	-	4,697	5,637
MN	Minnesota	1,666	-	-	0	1,666
MS	Mississippi	0	-	-	0	0
MO	Missouri	1,742	-	-	48	1,790
MT	Montana	488	-	-	48	536
NE	Nebraska	0	-	-	59	59
NV	Nevada	7	-	-	0	7
NH	New Hampshire	13	-	-	0	13
NJ	New Jersey	1,697	-	-	91	1,788
NM	New Mexico	0	-	-	0	0
NY	New York	21,739	-	-	127	21,866
NC	North Carolina	108	-	-	42	150
ND	North Dakota	74	-	-	249	323
OH	Ohio	526	-	-	55,360	55,886
OK	Oklahoma	0	-	-	0	0
OR	Oregon	855	-	-	0	855
PA	Pennsylvania	1,669	-	-	388	2,057
RI	Rhode Island	0	-	-	0	0
SC	South Carolina	0	-	-	0	0
SD	South Dakota	0	-	-	0	0
TN	Tennessee	0	-	-	239	239
TX	Texas	185	-	-	501	686
UT	Utah	0	-	-	0	0
VT	Vermont	0	-	-	0	0
VA	Virginia	0	-	-	69	69
WA	Washington	30	-	-	0	30
WV	West Virginia	15	-	-	1,246	1,261
WI	Wisconsin	12,547	-	-	282	12,829
WY	Wyoming	29	-	-	0	29
	TOTAL U.S.:	163,439	-	-	99,779	263,218
CANADA						
AB	Alberta	3,309	-	-	108	3,417
BC	Brit. Columbia	0	-	-	0	0
MB	Manitoba	26	-	-	14	40
NB	New Brunswick	0	-	-	0	0
NF	Newfoundland	0	-	-	0	0
NS	Nova Scotia	0	-	-	0	0
ON	Ontario	11,475	-	-	286	11,761
PE	Pr.Edward Isle	0	-	-	0	0
PQ	Quebec	951	-	-	0	951
SK	Saskatchewan	4,453	-	-	4,250	8,703
	TOTAL CAN:	20,214	-	-	4,658	24,872
EXPORT SALES:		3,190	-	-	106,106	109,296
TOTAL NON-AG		**186,843**	-	-	**210,543**	**397,386**
GRAND TOTAL		**3,061,768**	**2,571,726**	**2,271,691**	**673,127**	**8,578,312**

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1987/88

AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL	Alabama	11,032	20,638	15,711	5,983	53,364
AK	Alaska	0	122	311	0	433
AZ	Arizona	0	0	6	0	6
AR	Arkansas	0	0	7,824	4,529	12,353
CA	California	0	15	1,058	266	1,339
CO	Colorado	2	0	141	0	143
CT	Connecticut	0	957	2,344	31	3,332
DE	Delaware	0	1,212	15,974	405	17,591
FL	Florida	43,086	23,158	11,674	6,516	84,434
GA	Georgia	16,296	12,671	48,473	16,396	93,836
HI	Hawaii	0	8,551	4,066	44	12,661
ID	Idaho	0	1,750	4,637	448	6,835
IL	Illinois	10,714	544,951	54,120	59,535	669,320
IN	Indiana	6,016	228,847	63,677	39,190	337,730
IA	Iowa	4,861	283,753	100,131	66,764	455,509
KS	Kansas	0	254	530	1,069	1,853
KY	Kentucky	61	81,028	7,832	378	89,299
LA	Louisiana	13,812	56,270	48,624	1,123	119,829
ME	Maine	60	0	5,815	61	5,936
MD	Maryland	5,116	361	15,060	6,605	27,142
MA	Massachusetts	0	556	2,315	621	3,492
MI	Michigan	3,005	123,784	56,657	1,846	185,292
MN	Minnesota	3,109	131,237	206,424	15,157	355,927
MS	Mississippi	0	14,765	9,475	10,331	34,571
MO	Missouri	1,809	14,706	71,635	17,660	105,810
MT	Montana	0	921	9,957	864	11,742
NE	Nebraska	61	3,042	5,395	6,595	15,093
NV	Nevada	0	0	0	0	0
NH	New Hampshire	0	241	2,607	0	2,848
NJ	New Jersey	0	1,745	2,408	1,657	5,810
NM	New Mexico	0	0	0	0	0
NY	New York	3,703	26,805	29,993	4,118	64,619
NC	North Carolina	6,686	16,438	40,548	12,907	76,579
ND	North Dakota	0	6,394	18,466	177	25,037
OH	Ohio	15,551	279,938	106,014	15,677	417,180
OK	Oklahoma	0	179	1,102	1,138	2,419
OR	Oregon	80	3,173	12,032	670	15,955
PA	Pennsylvania	5,766	4,217	32,339	6,241	48,563
RI	Rhode Island	0	34	1,192	188	1,414
SC	South Carolina	5,101	10,828	40,760	3,050	59,739
SD	South Dakota	0	6,082	8,001	1,504	15,587
TN	Tennessee	3,386	33,760	48,998	5,251	91,395
TX	Texas	0	0	165	143	308
UT	Utah	4,345	0	0	0	4,345
VT	Vermont	0	89	2,037	257	2,383
VA	Virginia	7,996	3,377	60,830	12,128	84,331
WA	Washington	6,360	7,253	20,261	2,618	36,492
WV	West Virginia	0	1,453	466	0	1,919
WI	Wisconsin	11,443	158,924	86,413	8,947	265,727
WY	Wyoming	0	15	767	0	782
	TOTAL U.S.:	189,457	2,114,494	1,285,265	339,088	3,928,304
CANADA						
AB	Alberta	259	76	29,121	2,409	31,865
BC	Brit. Columbia	0	380	7,023	60	7,463
MB	Manitoba	0	4,064	20,530	2,511	27,105
NB	New Brunswick	13	6,751	9,927	112	16,803
NF	Newfoundland	0	0	0	0	0
NS	Nova Scotia	0	0	6,580	0	6,580
ON	Ontario	5,925	158,817	66,566	2,712	234,020
PE	Pr.Edward Isle	0	0	9,949	0	9,949
PQ	Quebec	200	23,557	111,368	0	135,125
SK	Saskatchewan	103	1,932	18,737	136	20,908
	TOTAL CAN:	6,500	195,577	279,801	7,940	489,818
EXPORT SALES:		2,678,968	261,655	706,625	115,556	3,762,804
TOTAL AG SALES		**2,874,925**	**2,571,726**	**2,271,691**	**462,584**	**8,180,926**

Non-agricultural domestic sales shown on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1987/88

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	4,722	0	3,013	0	7,735
Australia	11,321	30,039	141,935	0	183,295
Bangladesh	55,970	0	0	0	55,970
Brazil	103,210	114,628	329,983	0	547,821
Chile	51,331	0	0	0	51,331
China	810,029	0	0	0	810,029
Columbia	8,069	22,217	0	0	30,286
Costa Rica	11,085	0	0	0	11,085
Denmark	98,367	0	1,653	0	100,020
Finland	10,523	0	0	0	10,523
Guatemala	11,869	0	5,615	0	17,484
Holland	16,429	0	89,365	0	105,794
India	83,506	0	0	4,346	87,852
Indonesia	151,748	0	0	0	151,748
Ireland	0	0	2,842	0	2,842
Jamaica	0	1,775	6,714	0	8,489
Japan	179,629	72,760	61,757	101,344	415,490
Korea	361,431	0	0	4,484	365,915
Malaysia	280,440	0	0	0	280,440
Mexico	37,728	16,551	14,718	0	68,997
New Zealand	37,391	0	1,705	629	39,725
Nigeria	11,904	0	0	0	11,904
Norway	35,614	0	0	0	35,614
Pakistan	13	0	0	0	13
Peru	4,861	0	0	0	4,861
Philippines	66,282	0	0	0	66,282
South Africa	4,828	0	12,064	0	16,892
Spain	0	0	4,428	0	4,428
Sri Lanka	64,735	0	0	0	64,735
Switzerland	94,253	3,685	16,599	0	114,537
Taiwan	50,884	0	0	4,753	55,637
Venezuela	20,796	0	14,234	0	35,030
TOTAL AG:	2,678,968	261,655	706,625	115,556	3,762,804
NON-AGRICULTURAL					
Italy	0	-	-	25,060	25,060
Japan	1,964	-	-	51,392	53,356
Korea	439	-	-	26,742	27,181
Pakistan	48	-	-	0	48
Switzerland	0	-	-	2,912	2,912
United Kingdom	739	-	-	0	739
TOTAL NON-AG:	3,190	-	-	106,106	109,296
TOTAL EXPORTS	**2,682,158**	**261,655**	**706,625**	**221,662**	**3,872,100**

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

JUNE 1988

	PRODUCTION			ENDING INVENTORY June 30				DISAPPEARANCE		
	1988	JUN	1987	MINE SITE	OFFSITE	1988	1987	1988	JUN	1987
MURIATE										
Standard	33,319		24,536	61,374	107	61,481	71,940	28,688		49,291
Chemical	445		1,907	780	-	780	767	471		1,212
Coarse	10,719		16,450	5,964	121	6,085	10,654	13,243		15,906
Granular	45,660		40,659	57,818	142	57,960	79,543	45,208		66,807
Soluble	5,755		1,572	1,982	-	1,982	809	3,829		1,773
Sulphates	21,022		19,467	13,167	12,638	31,805	55,907	24,227		21,296
TOTAL:	116,920		104,591	147,085	13,008	160,093	219,620	115,666		156,285

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JUNE	
	1988	JUN 1987	1988	JUN 1987	1988	JUN 1987	1988	JUN 1987	1988	1987
MURIATE										
Standard	7,881	6,340	9,751	32,852	11,298	8,512	650	390	29,580	48,094
Chemical	-	-	-	-	326	660	145	3	471	663
Coarse	14,186	9,582	-	3,997	-	-	-	-	14,186	13,579
Granular	18,686	20,460	25,813	40,872	-	-	-	-	44,499	61,332
Soluble	2,592	1,143	-	-	1,165	661	-	-	3,757	1,804
Sulphates	7,656	9,583	15,640	10,846	600	306	-	-	23,906	20,735
TOTAL:	51,011	47,108	51,204	88,567	13,389	10,139	795	393	116,399	146,207

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

FERTILIZER YEARS 1987/88 AND 1986/87

	PRODUCTION		ENDING INVENTORY, June 30				DISAPPEARANCE	
	1987/88	1986/87	1988	1987	1986	1985	1987/88	1986/87
MURIATE								
Standard	427,047	402,684	61,481	71,940	126,763	97,730	435,546	457,507
Chemical	10,047	12,672	780	767	3,251	3,691	10,034	15,156
Coarse	156,450	130,007	6,085	10,654	13,586	47,969	161,019	132,939
Granular	627,277	555,724	57,960	79,543	55,791	63,767	648,632	531,972
Soluble	53,977	20,807	1,982	809	6,524	3,379	52,804	26,522
Sulphates	244,989	221,659	31,805	55,907	88,307	84,264	271,279	254,059
TOTAL:	1,519,787	1,343,553	160,093	219,620	294,222	300,800	1,579,314	1,418,155

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-JUNE	
	87/88	86/87	87/88	86/87	87/88	86/87	87/88	86/88	87/88	86/87
MURIATE										
Standard	140,636	95,873	134,242	257,933	133,571	97,243	10,503	3,761	418,952	454,810
Chemical	-	-	-	-	10,943	14,520	1,203	16	12,146	14,536
Coarse	137,887	91,530	21,409	36,145	-	-	-	-	159,296	127,675
Granular	400,034	334,436	265,157	226,501	-	-	-	-	665,191	560,937
Soluble	38,163	14,430	3,864	2,948	10,891	12,683	110	72	53,028	30,133
Sulphates	149,729	139,002	110,303	96,099	7,819	4,886	156	99	268,007	240,086
TOTAL:	866,449	675,271	534,975	619,626	163,224	129,332	11,972	3,948	1,576,620	1,428,177

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1987/88

NON-AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	89,104	-	-	19,983	37	109,124
AK	Alaska	0	-	-	63	0	63
AZ	Arizona	1,710	-	-	27	100	1,837
AR	Arkansas	106	-	-	14	911	1,031
CA	California	10,752	-	-	320	462	11,534
CO	Colorado	2,997	-	-	44	24	3,065
CT	Connecticut	107	-	-	0	0	107
DE	Delaware	29,270	-	-	13,333	247	42,850
FL	Florida	669	-	-	93	374	1,136
GA	Georgia	2,036	-	-	0	692	2,728
HI	Hawaii	1,242	-	-	0	16	1,258
ID	Idaho	0	-	-	0	47	47
IL	Illinois	977	-	-	1,111	0	2,088
IN	Indiana	57	-	-	507	234	798
IA	Iowa	1,188	-	-	74	91	1,353
KS	Kansas	3,721	-	-	246	153	4,120
KY	Kentucky	7	-	-	358	0	365
LA	Louisiana	345	-	-	2,554	41	2,940
ME	Maine	1,038	-	-	0	0	1,038
MD	Maryland	0	-	-	26	125	151
MA	Massachusetts	815	-	-	403	59	1,277
MI	Michigan	948	-	-	4,734	89	5,771
MN	Minnesota	1,707	-	-	14	0	1,721
MS	Mississippi	45,748	-	-	92	0	45,840
MO	Missouri	2,723	-	-	207	757	3,687
MT	Montana	488	-	-	48	0	536
NE	Nebraska	1,363	-	-	76	0	1,439
NV	Nevada	8	-	-	0	158	166
NH	New Hampshire	13	-	-	0	75	88
NJ	New Jersey	2,216	-	-	91	383	2,690
NM	New Mexico	20,259	-	-	178	472	20,909
NY	New York	21,741	-	-	127	272	22,140
NC	North Carolina	802	-	-	42	92	936
ND	North Dakota	74	-	-	249	0	323
OH	Ohio	630	-	-	55,388	56	56,074
OK	Oklahoma	4,747	-	-	430	610	5,787
OR	Oregon	1,312	-	-	0	0	1,312
PA	Pennsylvania	2,632	-	-	388	101	3,121
RI	Rhode Island	20	-	-	19	0	39
SC	South Carolina	43	-	-	0	0	43
SD	South Dakota	0	-	-	0	0	0
TN	Tennessee	232	-	-	269	0	501
TX	Texas	31,967	-	-	7,565	737	40,269
UT	Utah	8,276	-	-	0	48	8,324
VT	Vermont	0	-	-	0	0	0
VA	Virginia	0	-	-	69	0	69
WA	Washington	738	-	-	0	81	819
WV	West Virginia	15	-	-	1,246	0	1,261
WI	Wisconsin	12,788	-	-	282	10	13,080
WY	Wyoming	289	-	-	0	23	312
	TOTAL U.S.:	307,920	-	-	110,670	7,577	426,167
CANADA							
AB	Alberta	3,309	-	-	108	0	3,417
BC	Brit. Columbia	0	-	-	0	0	0
MB	Manitoba	26	-	-	14	0	40
NB	New Brunswick	0	-	-	0	0	0
NF	Newfoundland	0	-	-	0	0	0
NS	Nova Scotia	0	-	-	0	0	0
ON	Ontario	11,508	-	-	286	242	12,036
PE	Pr.Edward Isle	0	-	-	0	0	0
PQ	Quebec	951	-	-	0	0	951
SK	Saskatchewan	4,453	-	-	4,250	0	8,703
	TOTAL CAN:	20,247	-	-	4,658	242	25,147
EXPORT SALES:		14,896	-	-	106,216	156	121,268
TOTAL NON-AG		**343,063**	-	-	**221,544**	**7,975**	**572,582**
GRAND TOTAL		**3,492,866**	**2,731,022**	**2,936,882**	**726,155**	**268,007**	**10,154,932**

POTASH & PHOSPHATE INSTITUTE
DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1987/88

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	16,783	22,569	19,193	5,998	4,181	68,724
AK Alaska	0	122	311	0	0	433
AZ Arizona	639	0	985	612	149	2,385
AR Arkansas	236	621	46,405	9,465	251	56,978
CA California	31,591	18,905	13,405	375	11,154	75,430
CO Colorado	1,881	48	4,895	500	572	7,896
CT Connecticut	0	957	2,344	32	375	3,708
DE Delaware	0	1,212	15,974	405	312	17,903
FL Florida	43,892	23,459	12,639	6,516	38,494	125,000
GA Georgia	18,569	12,883	51,766	16,692	16,087	115,997
HI Hawaii	254	9,092	4,414	44	538	14,342
ID Idaho	1,936	10,936	10,155	448	46	23,521
IL Illinois	20,927	551,889	74,556	59,670	1,985	709,027
IN Indiana	10,269	229,213	67,757	39,190	1,821	348,250
IA Iowa	6,227	295,328	116,913	66,943	452	485,863
KS Kansas	2,329	10,677	31,050	4,432	1,085	49,573
KY Kentucky	82	81,759	9,979	378	2,961	95,159
LA Louisiana	16,893	61,046	68,094	6,530	180	152,743
ME Maine	60	0	5,815	68	296	6,239
MD Maryland	5,116	361	15,060	6,605	241	27,383
MA Massachusetts	0	556	2,315	717	356	3,944
MI Michigan	3,018	123,799	56,687	1,846	2,230	187,580
MN Minnesota	3,420	131,804	206,976	15,338	2,359	359,897
MS Mississippi	0	15,358	11,557	12,834	365	40,114
MO Missouri	22,714	35,057	180,058	25,823	993	264,645
MT Montana	149	921	9,987	864	6	11,927
NE Nebraska	2,821	4,003	14,836	6,984	5,090	33,734
NV Nevada	0	0	0	0	12	12
NH New Hampshire	0	241	2,607	0	34	2,882
NJ New Jersey	0	1,745	2,408	1,657	463	6,273
NM New Mexico	4,548	155	3,539	5	1,502	9,749
NY New York	3,703	26,805	29,993	4,118	1,645	66,264
NC North Carolina	9,480	16,438	40,924	12,907	5,657	85,406
ND North Dakota	0	6,394	18,466	177	5	25,042
OH Ohio	17,943	279,938	107,815	15,677	4,575	425,948
OK Oklahoma	3,179	2,479	17,935	1,578	597	25,768
OR Oregon	1,317	6,515	18,524	670	1,112	28,138
PA Pennsylvania	6,061	4,217	35,324	6,291	2,644	54,537
RI Rhode Island	0	34	1,192	188	212	1,626
SC South Carolina	5,101	10,768	40,760	3,127	5,603	65,359
SD South Dakota	0	6,160	8,124	1,504	12	15,800
TN Tennessee	5,543	33,839	50,879	5,371	435	96,067
TX Texas	30,967	42,159	79,062	10,722	8,949	171,859
UT Utah	6,392	329	1,081	0	2	7,804
VT Vermont	0	89	2,037	257	341	2,724
VA Virginia	7,996	3,377	60,912	12,128	3,370	87,783
WA Washington	6,389	7,681	20,902	2,618	1,445	39,035
WV West Virginia	0	1,453	466	0	0	1,919
WI Wisconsin	11,510	158,924	86,429	8,947	2,670	268,480
WY Wyoming	158	66	1,507	0	184	1,915
TOTAL U.S.:	330,093	2,252,381	1,685,012	377,251	134,048	4,778,785
CANADA						
AB Alberta	259	76	29,121	2,409	11	31,876
BC Brit. Columbia	0	380	7,023	60	309	7,772
MB Manitoba	0	4,064	20,530	2,511	0	27,105
NB New Brunswick	13	6,751	9,927	112	33	16,836
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	6,580	0	0	6,580
ON Ontario	5,925	158,817	66,796	2,712	5,992	240,242
PE Pr.Edward Isle	0	0	9,949	0	1,565	11,514
PQ Quebec	200	23,557	111,425	0	7,771	142,953
SK Saskatchewan	103	1,932	18,737	136	0	20,908
TOTAL CAN:	6,500	195,577	280,088	7,940	15,681	505,786
EXPORT SALES:	2,813,210	283,064	971,782	119,420	110,303	4,297,779
TOTAL AG SALES	**3,149,803**	**2,731,022**	**2,936,882**	**504,611**	**260,032**	**9,582,350**

Non-agricultural domestic sales shown on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

FERTILIZER YEAR 1987/88

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	4,722	0	3,013	0	3,309	11,044
Australia	11,321	30,039	141,935	0	6,669	189,964
Bangladesh	55,970	0	0	0	0	55,970
Bolivia	0	0	2,005	0	0	2,005
Brazil	138,466	122,989	496,595	0	557	758,607
Chile	58,152	673	0	0	13,146	71,971
China	810,029	0	0	0	20,632	830,661
Columbia	29,570	26,302	5,532	0	6,447	67,851
Costa Rica	19,068	0	9,157	0	3,851	32,076
Denmark	98,367	0	1,653	0	0	100,020
Dom. Republic	0	0	23,000	55	667	23,722
Ecuador	11,474	0	4,959	0	812	17,245
El Salvador	661	0	0	0	971	1,632
Finland	10,523	0	0	0	0	10,523
French Guiana	0	0	330	0	0	330
Guatemala	11,869	0	6,085	0	121	18,075
Guyana	668	0	867	0	231	1,766
Holland	16,429	0	89,365	0	0	105,794
Honduras	4,184	0	1,017	0	1	5,202
India	83,506	0	0	4,346	0	87,852
Indonesia	151,748	0	0	0	0	151,748
Ireland	0	0	2,842	0	0	2,842
Jamaica	0	1,775	6,714	0	0	8,489
Japan	191,606	79,237	63,485	105,153	27,711	467,192
Korea	361,431	0	0	4,484	0	365,915
Malaysia	280,440	0	0	0	2,425	282,865
Martinique	0	0	2,645	0	0	2,645
Mexico	55,516	16,551	14,855	0	3,046	89,968
New Zealand	37,414	0	1,705	629	160	39,908
Nigeria	11,904	0	0	0	0	11,904
Norway	35,614	0	0	0	0	35,614
Pakistan	13	0	0	0	8,267	8,280
Panama	0	0	2,410	0	160	2,570
Peru	20,437	0	0	0	5,520	25,957
Philippines	66,282	0	0	0	0	66,282
Puerto Rico	330	1,813	0	0	341	2,484
Saudi Arabia	0	0	0	0	2,605	2,605
South Africa	4,828	0	12,064	0	533	17,425
Spain	0	0	4,428	0	727	5,155
Sri Lanka	64,735	0	0	0	0	64,735
Switzerland	94,253	3,685	33,623	0	0	131,561
Taiwan	50,884	0	0	4,753	121	55,758
Thailand	0	0	0	0	1,273	1,273
Venezuela	20,796	0	41,482	0	0	62,278
West Germany	0	0	16	0	0	16
TOTAL AG:	2,813,210	283,064	971,782	119,420	110,303	4,297,779
NON-AGRICULTURAL						
French Guiana	463	-	-	0	0	463
Italy	0	-	-	25,060	0	25,060
Japan	5,992	-	-	51,392	0	57,384
Korea	529	-	-	26,742	0	27,271
Mexico	3,336	-	-	110	156	3,602
Pakistan	48	-	-	0	0	48
Puerto Rico	3	-	-	0	0	3
Sweden	452	-	-	0	0	452
Switzerland	0	-	-	2,912	0	2,912
United Kingdom	739	-	-	0	0	739
West Germany	3,334	-	-	0	0	3,334
TOTAL NON-AG:	14,896	-	-	106,216	156	121,268
TOTAL EXPORTS	**2,828,106**	**283,064**	**971,782**	**225,636**	**110,459**	**4,419,047**

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

FERTILIZER YEARS 1987/88 AND 1986/87

	PRODUCTION		ENDING INVENTORY, June 30				DISAPPEARANCE	
	1987/88	1986/87	1988	1987	1986	1985	1987/88	1986/87
MURIATE								
Special Standard	285,078	298,952	67,645	81,562	38,259	28,208	298,995	255,649
Standard	2,502,025	2,090,358	280,171	406,761	417,669	427,697	2,628,615	2,101,266
Chemical	72,284	65,817	9,902	11,014	4,181	4,216	73,396	58,984
Coarse	2,528,584	2,242,548	483,548	344,993	583,241	866,493	2,390,029	2,480,796
Granular	2,647,218	2,413,957	376,569	275,910	515,078	576,900	2,546,559	2,653,125
Soluble	606,373	639,234	89,085	139,436	131,806	146,340	656,724	631,604
TOTAL:	8,641,562	7,750,866	1,306,920	1,259,676	1,690,234	2,049,854	8,594,318	8,181,424

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-JUNE	
	87/88	86/87	87/88	86/87	87/88	86/87	87/88	86/88	87/88	86/87
MURIATE										
Special Std	89	64	245,102	258,715		-	-	-	245,191	258,779
Standard	195,869	236,274	2,433,866	1,956,118	137,535	117,187	1	540	2,767,270	2,310,119
Chemical	-	-	-	-	46,118	60,701	3,189	2,268	49,307	62,969
Coarse	2,310,071	2,316,081	261,655	283,749	-	-	-	-	2,571,726	2,599,830
Granular	1,565,066	1,908,065	706,625	509,248	-	-	-	-	2,271,691	2,417,313
Soluble	347,028	350,702	115,556	110,104	104,437	89,328	106,106	84,016	673,127	634,150
TOTAL:	4,418,122	4,811,186	3,762,804	3,117,934	288,090	267,216	109,296	86,824	8,578,312	8,283,160

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

FERTILIZER YEARS 1987/88 AND 1986/87

	PRODUCTION		ENDING INVENTORY, June 30				DISAPPEARANCE	
	1987/88	1986/87	1988	1987	1986	1985	1987/88	1986/87
MURIATE								
Special Standard	285,078	298,952	67,645	81,562	38,259	28,208	298,995	255,649
Standard	2,929,072	2,493,042	341,652	478,701	544,432	525,427	3,064,161	2,558,773
Chemical	82,331	78,489	10,682	11,781	7,432	7,907	83,430	74,140
Coarse	2,685,034	2,372,555	489,633	355,647	596,827	914,462	2,551,048	2,613,735
Granular	3,274,495	2,969,681	434,529	355,453	570,869	640,667	3,195,191	3,185,097
Soluble	660,350	660,041	91,067	140,245	138,330	149,719	709,528	658,126
Sulphates	244,989	221,659	31,805	55,907	88,307	84,264	271,279	254,059
TOTAL:	10,161,349	9,094,419	1,467,013	1,479,296	1,984,456	2,350,654	10,173,632	9,599,579

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-JUNE	
	87/88	86/87	87/88	86/87	87/88	86/87	87/88	86/88	87/88	86/87
MURIATE										
Special Std	89	64	245,102	258,715	-	-	-	-	245,191	258,779
Standard	336,504	332,147	2,568,108	2,214,051	271,106	214,430	10,504/	4,301	3,186,222	2,764,929
Chemical	-	-	-	-	57,061	75,221	4,392	2,284	61,453	77,505
Coarse	2,447,958	2,407,611	283,064	319,894	-	-	-	-	2,731,022	2,727,505
Granular	1,965,100	2,242,501	971,782	735,749	-	-	-	-	2,936,882	2,978,250
Soluble	385,191	365,132	119,420	113,052	115,328	102,011	106,216	84,088	726,155	664,283
Sulphates	149,729	139,002	110,303	96,099	7,819	4,886	156	99	268,007	240,086
TOTAL:	5,284,571	5,486,457	4,297,779	3,737,560	451,314	396,548	121,268	90,772	10,154,932	9,711,337

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

FERTILIZER YEAR POTASH REPORT SUMMARY

(Short Tons K2O)

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1987/88	'86/87	Change	1987/88	'86/87	Change	1987/88	'86/87	Change
Beginning Inventory	1,259,676	1,690,234	-25.5%	219,620	294,222	-25.4%	1,479,296	1,984,456	-25.5%
(+) Production	8,641,562	7,750,866	11.5%	1,519,787	1,343,553	13.1%	10,161,349	9,094,419	11.7%
(-) Ending Inventory	1,306,920	1,259,676	3.8%	160,093	219,620	-27.1%	1,467,013	1,479,296	- .8%
(=) Total Disappearance	8,594,318	8,181,424	5.0%	1,579,314	1,418,155	11.4%	10,173,632	9,599,579	6.0%
(-) Exports	3,872,100	3,204,758	20.8%	546,947	623,574	-12.3%	4,419,047	3,828,332	15.4%
(=) Disappearance-Canada & United States	4,722,218	4,976,666	-5.1%	1,032,367	794,581	29.9%	5,754,585	5,771,247	- .3%